



**Serving Public Entities
for
Over Twenty Years**

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- 23 facts about States – one for each year that States RRG has been in existence!



“Partners in Protection”

- Fact #1 States was created in 1987 by a group of public entity risk managers. States first insured-member was the City of Hampton, Virginia. The City joined the States program in July of 1988.



“Partners in Protection”

- Fact #2 States is a risk retention group, providing excess liability insurance for its member-insureds.



“Partners in Protection”

- Fact #3 States sole focus has always been – and will always be – on its member-insureds and serving the public entity community. The Company provides coverage exclusively to public entities.



States

“Partners in Protection”

- Fact #4 States, as a group captive owned by its members, operates more like a strong, well-managed and highly regulated national pool.



“Partners in Protection”

- Fact #5 States is domiciled in Vermont. The State of Vermont continues to serve as the “gold standard” for captive and risk retention group owners.



“Partners in Protection”

- Fact #6 States undergoes an intense audit of not only its financial records, but its underwriting and claims records by the State of Vermont at least every three years.



“Partners in Protection”

- Fact #7 Since 1989, the management operations for States have been handled by Berkley Risk Administrators Company, a member company of W.R. Berkley Corporation.



“Partners in Protection”

- Fact #8 States is registered in 44 states and has members in 13 states.



“Partners in Protection”

- Fact #9 States has one of the most comprehensive policies available in today’s marketplace.



States

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- Fact #10 States offers policy limits of \$10 million or more, in excess of an insured’s self-insured retention of at least \$250,000.



“Partners in Protection”

- Fact #11 States also offers a transitional SIR program to entities that qualify.



“Partners in Protection”

- Fact #12 States has very strong reinsurance support. ACE RE, Swiss RE, Munich RE America and General RE are States’ reinsurance partners.



States

“Partners in Protection”

- Fact #13 States organizational structure includes a Board of Directors, a Board of Trustees and three standing committees.



“Partners in Protection”

- Fact #14 States has an annual meeting of its membership each October.



“Partners in Protection”

- Fact #15 As a risk retention group, States’ claims philosophy is very different than that of a traditional insurance carrier.



“Partners in Protection”

- Fact #16 States financial results are strong. At the end of 2009, States premium was just over \$10.1 million, the Company’s surplus over \$7.2 million.



“Partners in Protection”

- Fact #17 States is a network of professional, like-minded risk managers, providing a valuable peer network for its member-insureds.



“Partners in Protection”

- Fact #18 States is available to all agents/brokers in the states in which it is registered.



“Partners in Protection”

- Fact #19 States cost of insurance is less than the insurance cost of a typical, traditional insurance carrier.



“Partners in Protection”

- Fact #20 There are no additional costs or fees to become a member-insured of States, nor is there a penalty for exiting the program.



“Partners in Protection”

- Fact #21 100% of States member-owners are either “satisfied” or “extremely satisfied” with the programs’ products and services, and that the States program looks out for their entity’s best interests.



“Partners in Protection”

- Fact #22 States is a strong supporter of the Public Risk Management Association (PRIMA).



“Partners in Protection”

- Fact #23 On-site visits from States President/CEO, and professionals from claims and loss control.



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Please direct your questions to:

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